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THE Dublishers' Weekly

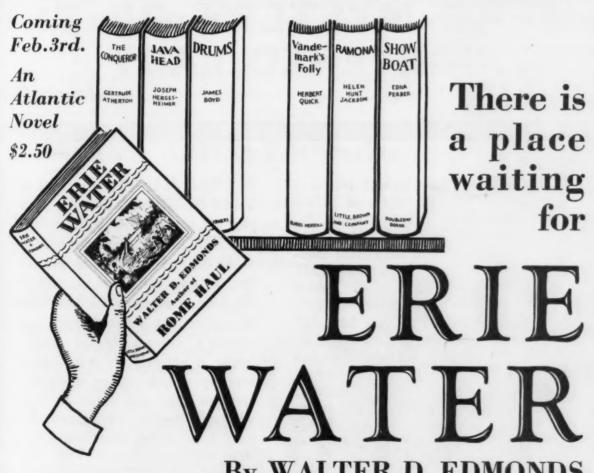
The American BOOK TRADE JOURNAL

62 West 45th Street, New York

VOL. CXXII

NEW YORK, DECEMBER 10, 1932

No. 24



By WALTER D. EDMONDS

among the finest novels of America

Boston

LITTLE, BROWN & COMPANY Publishers

2 GREAT MYSTERIES

to Start Your New Year RIGHT

Mignon G. Eberhart's THE WHITE COCKATOO

Jan. 3rd

Edgar Wallace's THE MYSTERY OF THE FRIGHTENED LADY

Jan. 18th

Co

448 -

You know the Eberhart recordaverage sales in excess of 10,000 copies of all her titles-the famous THE PATIENT IN ROOM 18-the Scotland Yard Prize Mystery, WHILE THE PATIENT SLEPT — FROM THIS DARK STAIRWAY and others—a uniform record of success here and abroad (her books have appeared in 9 different languages) - and now comes her eeriest, most terrifying story, with a glamorous background (a little hotel in an old French town) and real excitement (watch for the shot from the creaking old elevator!). Stock this one for steady sales on the mystery counter.

As a Collier's serial (they called it THE FRIGHTENED LADY), as a play (they called it CRIMINAL AT LARGE), this has been a sensation -the best of all Wallace mysteries, the culmination of his skill as the king of mystery writers. Fast, mysterious, as blood-chilling as a woman's scream in an empty house, it has everything to make a mystery sell, including a picture wrapper that will make its own Wallace sales window display. have bucked the depression-this new title will outsell THE AR-RANWAYS MYSTERY and MR. REEDER RETURNS.

\$2. each

THE CRIME CLUB, Inc., Garden City, N. Y.

THE PUBLISHERS' WEEKLY, 62 WEST 45TH ST., NEW YORK CITY. Vol. CXXII, No. 24 Subscription, \$5; Canada, \$7.50; Foreign \$6; 15c. a copy. Entered as second-class matter at the Post-Office of New York. Copyright 1932 by R. R. Bowker Co. London, D. H. Bond, 407 Bank Chambers, Chancery Lane.

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A Mystery Story that is a Riotous, Hilarious Frolic From Cover to Cover

The inimitable Mr. Oakroyd of "Good Companions" will be joined in your clients' grateful memories by Simon Heath, authority on the Dark Ages, a mild young man who is transformed by love into a grim man of action, given to wearing fur coats in summer and no clothes at all on frosty mornings.

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60 FIFTH AVENUE. NEW YORK

*Probable Price

• THE BULPINGTON • of BLUP

A NEW NOVEL

by H. G. Wells

Read the Opening Paragraphs:

There had been a time when he felt that he ought not call himself The Bulpington of Blup. Though it was only in his own mind that he called himself the Bulpington of Blup. He never called himself the Bulpington of Blup to any other human being. But to himself he did it continually. And the effects of doing it spread about in his brain. Sometimes it seemed to help things; sometimes to hinder them.

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That was in the serious time when he felt that he was growing up but no growing up quite right. It had been a hard struggle... Later, his effort slackened. The Bulpington of Blup habit was weakened but not cured. It returned; it recovered force. It became an invader, a conqueror. How, you shall be told in this story.

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All the force and vigor of Wells at his best, all the deep, human understanding of "Tono-Bungay," "Mr. Britling Sees It Through," and the scores of others which have kept his name high in every list of great authors for half a century, are poured lavishly into this strange, appealing story of the dream-hero in the heart of every one of us. Incisive, yet gentle; ironic without cynicism or bitterness—what a story!

To literally hundreds of thousands of readers, "by H. G. Wells"

means assured entertainment

THE BULPINGTON of BLUP

Published January 20th • \$2.50*

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Immediate Success!

Many stores reordered three times in first week—sixteen feature window displays in New York alone—the public's choice as the most distinctive gift book of the year—Third Large Printing.



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Translated into English Prose

By T. E. SHAW (Lawrence of Arabia)

F. P. A. says: "I was bewitched by the magick of the words in his introduction, and whether the translation is good I do not know, having no Greek, nor care much neither, for the tayle itself is about as moving and absorbing as any tayle can be."

WILLIAM LYON PHELPS says: "A beautiful book. It will make an admirable Christmas present."

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Equally enthusiastic reviews by Henry Seidel Canby, William Soskin, Lewis Gannett, Laurence Stallings, and other leading critics. BOOKSELLERS instantly recognized Mr. Shaw's inspired translation of THE ODYSSEY OF HOMER as the Gift Book to be featured in displays and personal recommendation. Three large printings within ten days after publication give full evidence of a wide public approval. A distinguished, timeless and brilliantly rendered book, it should be well up among the bigger best sellers before and after Christmas.

Wire at our expense your orders for five or more copies. Window display material and prospectuses available.

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A distinguished modern format, bound in blue Holliston natural finish linen. Gold-foil decorations and title-stamping; buff end-sheets; with ? brilliant wrapper designed at the studie of Joseph Sinel, in gold, blue, red an varnish. 562 Pages. 2nd and 3rd B Editions already on press.

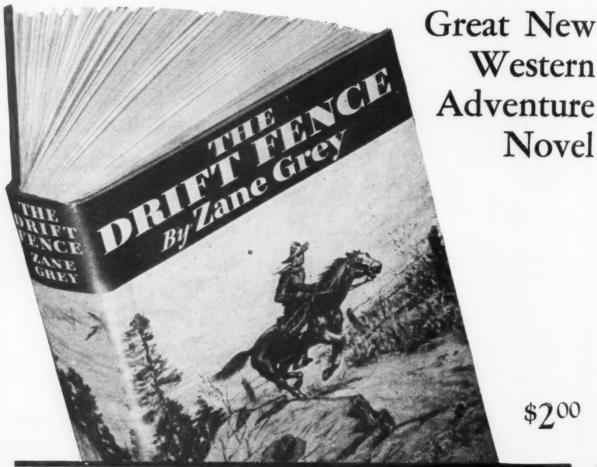
January 25th is the Great Day. Two big Miehle presses are now rolling steadily on the book and have been for some time. Nine hours a day 1000 impressions an hour. ANN VICKERS is already a whole publishing hous in itself. This means something definite to look forward to, for a prosperor New Year for us all!

ANN VICKERS by SINCLAIR LEWIS

To be Published January 3rd

January's Biggest Profit-Maker

Zane Grey's



\$200

The DRIFT FENCE

HARPER & BROTHERS, 49 East 33rd St., New York

The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, DECEMBER 10, 1932

Start Your Clearance Sales December 27th

Although It Means Extra Work, There Is a Distinct Advantage in Beginning Clearance Sales the Minute the Christmas Campaign Is Ended

Frank Stevens

The Best day to start the post-Christmas clearance sale is the first business day after Christmas. This year there is the double holiday, so the first business day is December 27th. If the bookseller can't get started on that day, he should start at the earliest possible date, certainly in that last December week.

Why is it advisable to start early? The first business day after Christmas is, in all lines, a day of sales. Department stores have big advertisements of stock clearance. Customers have the old prices fresh in their minds when they go shopping. Merchants who get what money their customers have quickly are just so much ahead of those who wait until January. In stores with charge accounts customers usually have so much charged that they don't mind adding a little more for real bargains, and the customers all through December have been in a spending mood and keep up the mood until they see their December bills.

In every city (except a few college towns) there are students at home, and they often have Christmas money and will spend it if they see bargains. Many people get money for Christmas that just burns the pocket.

Another group of customers, attracted by the post-Christmas sales, consists of many of the bookshop's regular customers who buy primarily for their own collections. During December they have kept away from the bookshops, disliking crowds, and wanting to shop at leisure. This group likes bargains and buys in quantity.

It is, of course, hard to get a sale ready for the day or two after Christmas, as every store manager knows. One line that I have used very successfully is the close-outs of a reprint house. I have got them in ahead of the holidays and kept them ready for the day after. On Christmas eve I stayed late and put in a window of these books and some other books at the same price, and advertised for the morning of the first business day (this year it would be the 27th) these books at 35c. or three for \$1—also a line of other bargains at half price.

It is cruel to ask the regular salespeople to work after the store closes on Christmas eve, but there are always those who want to work even then for extra money and the help problem is not insuperable provided the buyer will stay and work himself. The tables of bargains should be placed out in front, with prices that will move the older books. This pricing should be done within a day and by the time another advertisement is ready all of the books will be marked.

One week of intensive selling should get

excess stock down considerably. Then when January comes in, the dealer, who has jumped in for the post-Christmas sale, is ready to put out a remainder sale that will bring in more cash and the books that did not sell during the earlier sale can be placed on the remainder sale tables, and the whole stock worked on until it is gone.

Stores that do not care to run a sale of remainders in January will find that by a December bargain week, most of their books are cleared out and they will be able to turn their full sales attention to the new books that are published in January.

This December clearance method may seem severe on those who have to worry about inventory taking on the first of January, but first of all, the best retailing practice is to have the fiscal year end January 31st, as this is usually the time of the lowest inventory, and there is much more time to get stocks clean than if the inventory is taken the first of the year. Most department stores inventory the last of January. However, even if inventory is taken the first of January, it is poor business practice to inventory anything at more than its true value, so all markdowns should be taken before inventory time. If properly arranged, an inventory in a store can be taken in a single evening, and this year it can be done on the evening of January 3rd as well as at any other time. It is a lot better to get business in trying times like these than to get an inventory done on any certain date.

By all means have some specials for this sale, and they should be bought now if they

are not already on the way. These specials should be preferably inexpensive items that are real bargains. This will attract customers who will also buy the items taken from stock. It may seem foolhardy to add inventory to a store that may have already too much, but a couple of hundred dollars worth of extra stock may make the difference between a successful sale and one that will flop.

How drastic a clean-up is advisable? I have seen the confidential figures of a large number of the most competent book buyers of the country, and their experience as well as logical expectancy shows that the buyers who have the least merchandise over a year old have in the long run the lowest mark-downs and do the best job. years of bad business have shown that books won't sell any better with age. The titles desirable for general sale come out in reprint editions, and less desirable titles are all too frequently remaindered by the publishers after a year or two.

Except with rare book dealers, there is no reason to keep in stock any book that will not surely sell in six months. If there are three of a title on hand with a likelihood of selling only one, cut the price on two copies and leave one,—but cut the

In other words, purge stocks right after Christmas and get a chance at the public's spending money ahead, before other lines of merchandise have absorbed it all.

Start Christmas sales on December 27th and have five good selling days before

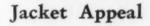
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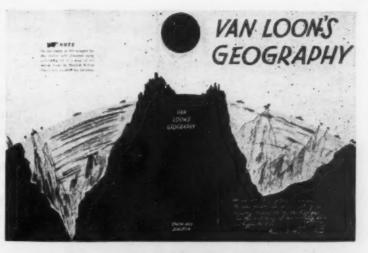
Booksellers who are planning clearance sales or remainder sales for the first of the year will find helpful suggestions in the articles by Richard F. Fuller of the Old Corner Bookstore, Boston, and George W. Jacobs of Philadelphia, in the Publishers' Weekly for April 16 of this year, and in the interview with Frank Magel of Putnam's in the issue for September 10. There is also a discussion of liquidating excessive stock by Stephen Moore in the February 27th issue

Window Lights

Alfred van Ameyden van Duym

A Department Devoted to Advance Information on Window Display Material and Practical Hints on Window Designing







Two of the season's most striking jackets. Above: designed by Hendrik W. Van Loon. Below: designed by Boris Artzybasheff

IF YOUR WINDOW is the face of your bookshop—as I remarked in some previous article—so is the jacket, even to a much greater degree, the face of the book.

There is no need for me to go into the history of the development of the book jacket from a plain unadorned dust-cover to the present products which have been designed sometimes by the most outstanding artists of our day. The jacket in many instances has become the moot point of the book publishing industry, and books are sold to bookstores from the jacket alone. The most conservative of publishers have taken up the idea of colored jackets, and it is no longer a question of appealing to them to realize the advertising value of an attractive wrapper. Not only do they furnish jackets, but in many instances they add bands and slip cases for holiday consumption. In all branches of merchandise the "wrapper" idea has become of paramount importance. Originally a dust wrapper was furnished actually for the purpose of keeping the binding from becoming soiled; now in many instances we put an extra cellophane or glazed paper wrapper around the picture jacket to protect this as well. Customers of a bookstore used to observe whether a book was warped or its corners broken, they now look for the slightest tear or smudge on the book jacket and find that a sufficient excuse to refuse a book.

Naturally a window is a window of jackets primarily, and instead of the present idea of getting books on consignment for window display, we might well contemplate some future time when upon opening a bookstore we will first think of providing an adequate amount of various sized book dummies for which we then would only need jackets to make our window displays. It seems strange to me that some manufacturer has not yet hit upon that idea to make some extra cash. I have often been told that it is the paper which makes book dummies so



T. M. Cleland designed book and jacket

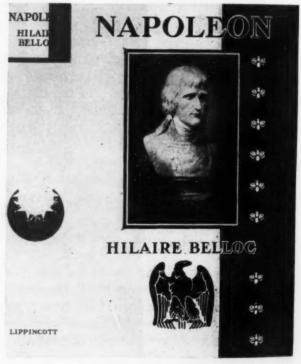
expensive. Well, why not make the paper part of wood or perhaps some even less expensive material, and the front and back cover of card board? Many are the book windows under which radiators are installed; the heat causes the books to warp, and in many instances splendid windows are made at the cost of half a dozen books, which have to be relegated to our bargain shelves as soon as they are taken out of the window.

Naturally if we want to open up the books to show illustrations or type or the end-papers we have to use the books themselves. But when we build stacks of books to give height to our displays and in order to show the maximum amount of books, we might as well use dummies.

I myself have often used books of which there were a big quantity or which were not moving very fast instead of dummies, and put the jacket of the book which I wished to display in the window around them, thus enabling us to keep a maximum amount inside the shop. But in a few instances, it gives cause for regrettable mistakes. The word does not always get around that some book in the window with the right jacket around it is a "phoney." I would just like to cite one instance. A gentleman, an important charge customer, came into a bookshop and asked for Ludwig Lewisohn's "Expression in America."

Having not so many of this book and a great quantity of "Madame Bovary" in the Famous Classics of Love series, I had put the jacket of the first around the latter. I duly informed the manager of the shop of this fact. Through some slip up—we are all human after all-the manager failed to inform one of the clerks, who happily sold the book out of the window, delighted to make the five dollar sale. The customer, on the train about five hundred miles out of New York, thought he would have a look at the Lewisohn book only to be confronted by the greatest book of fiction on adulterous love. He was not shocked, but naturally considerably annoyed. And didn't he tell us! There is enough that is vexing in the bookselling business these days not to have to go out of our way to make more trouble for ourselves.

But to come back to our jackets. This



A colorful jacket by Marguerite Gaudin

year along with the general improvement of the format of books, jackets have also improved to a remarkable degree. There are still some friendly wars going on between booksellers, publishers, editors, authors, artists and advertising men as to what an effective jacket should be. The last person they have consulted, though they are gradually coming around to the idea, is the one who is responsible for the making of book windows. Naturally I have my own ideas

about jackets, and I play around with them. What, from a window point of view, should a jacket be? Perhaps it is dangerous to sum it up in a few phrases, but I want to make a stab at it.

A jacket should be striking.

A picture jacket should be more or less symbolical of the contents of the book.

A jacket must not be easily soiled.

The idea developed on the jacket should not be involved.

The lettering should stand out clearly.

A poster jacket is preferable to a picture jacket on a book of a somewhat intellectual

appeal.

However, I am talking more to booksellers than to book publishers. We are concerned about the matter at hand. And I should like to give the names of a few books of which the jackets, in my humble opinion, have been particularly outstanding. I should like to head the list with "Van Loon's Geography." The picture which runs along front and back cover, and the inside of the jacket which unfolds itself into a map are nothing short of perfect in jacket idea from every point of view. I will take this opportunity of expressing my great predilection for jackets which run through from front to back. I do not know how much of a response publishers get from listing their books on the back of the jacket, but to me it seems the height of futility. I

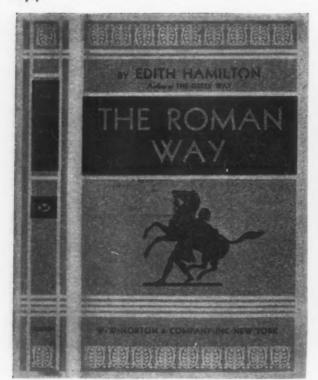


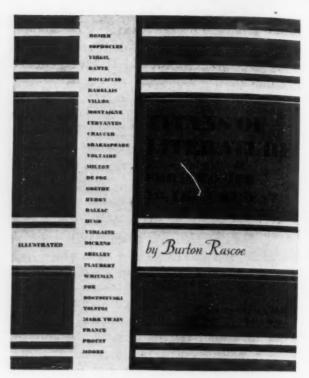
This outstanding jacket is by Haberstrom



Designed by Harold Cressingham

would prefer to have that list inside the jacket. The second one of the fall list which struck me as particularly effective is on a Macmillan book, Ditmars' "Thrills of a Naturalist's Quest." This jacket runs through from the front to the back. It also means economy of copies of the books in the window, as the book can be opened up in the middle and secured by rubber bands and another book may be put on top. A book just out with a particularly outstanding jacket is Lloyd Lewis's "Sherman" published by Harcourt, Brace. Also from that same firm "God's Gold," the story of John D. Rockefeller and his times. "Fun in Bed" has an excellent jacket. The good sale of "The Fifth New Yorker Album"-in spite of everybody's assertion that albums were done for—I think is partially due to its excellent jacket. Because, who does not love a hansom cab? "The Odyssey of Homer" (Oxford), translated by Lawrence of Arabia, has a dignified appeal and at the same time attracts through its vivid color. "Diaz" by Carleton Beals has a swell jacket as has "Napoleon" by Hilaire Belloc, both books published by Lippincott. "Tiger-Man" by Julian Duguid (Century), "Death in the Afternoon" by Hemingway (Scribner), "The Scottish Queen" (Farrar and Rinehart), "Flight of the Swan" (Dutton), "The Flying Carpet" and "Lances Down" (Bobbs Merrill), "Let

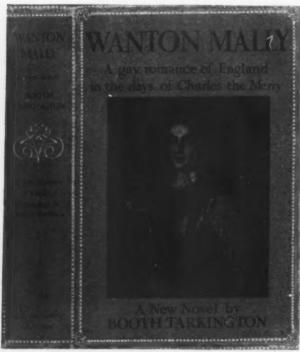




Two typographic effects by Werner Helmer

There be Beer" (Haas and Smith), "Lonely America" and "The Nation at War" (Doubleday), "The Roman Way" (Norton) and "Horizons" (Little Brown) are a few others with especially apt jackets.

Effectively lettered jackets include: "Titans of Literature" (Putnam), "More Merry-Go-Round" (Horace Liveright),



A rich looking jacket by A. T. Tedesco

"A Guide Through World Chaos" (Knopf), "Life Begins at Forty" (Whittlesey House), "Human Being" and "The Great Victorians" (Doubleday). And in spite of what everybody says to the contrary, in fiction "God's Angry Man" (Simon and Schuster). Other good fiction jackets include: "The Bishop's Jaegers" (Doubleday) as well as "Wanton Malley" and "Family History" put out by the same firm. "The Cautious Amorist' and "Peter Ashley" (Farrar and Rinehart), "Beyond the Blue Sierra" (Morrow), "Invitation to the Waltz" (Holt), "Josephus" (Viking Press) and last but not least that magnificent jacket of "The Fountain" (Knopf).

These are just samples of what I consider good jackets and jackets which make for striking window displays. It is contended that when the author is well known then the jacket does not matter much pictorially so long as the title of the book and the name of the author are plain. Two recent examples are "Sons" by Pearl Buck and Galsworthy's "Flowering Wilderness." I wonder?

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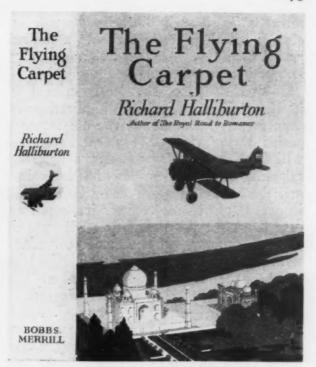
There is a decided difference in English and American jackets of the same book. To me it seems that almost invariably the English jacket has more character, although it is more subdued than the Ameri-

can jacket which has more color but is sometimes absurdly ineffective in symbolizing the idea of the book. I recall the jacket of a recent and very popular book for which the English jacket conveyed the idea perfectly and the American jacket though very gorgeous, fell far short of its purpose.

As to this business of "face lifting" in jackets—bands I mean—they rarely add to the jacket and usually effectively cover up some essential part of the jacket. This however does not hold true of such books as "War Debts, and World Prosperity" now published by Century with a jacket but in the Brookings Institution in Washington edition it had none and therefore needed the band. Bands can be used effectively on jackets when they express the seasonal feeling, such as Christmas and Valentine Day bands. The better the jacket the less need for elaborate posters.

Jackets are important in windows in inverse proportion to the number of books of one title which are needed to produce a good effect.

I have not mentioned the jackets of juveniles and mystery stories, as these are almost uniformly good. I must say, though, that in mystery stories the gruesome element is becoming a little bit overdone, and



Graphic design by Charles K. Stevens

I have seen many "window lookers" frankly yawn at this surfeit of murderous jackets.

There are two artists who have contributed considerably to the improvement and the clarification of jackets, Arthur Hawkins and Politzer; and of course, Alfred Knopf.

Meeting the Library Crisis

An Emergency Council Has Been Organized to Conserve the Interests of Our Libraries

A NATIONAL EMERGENCY LIBRARY COUN-CIL, composed of prominent citizens, has been organized under the auspices of the Association for Progress Through Libraties at 500 Fifth Avenue, in an effort to conserve the interests of libraries, which are today facing a serious crisis.

The libraries are in an anomalous situation. The increase of leisure tremendously adds to the demands at the libraries, while buying power is curtailed. Economic pressure calls for new skills to be studied in books and creates a demand for new and inexpensive forms of recreation. Unfortunately, the demand for increased li-

brary service comes in the main from too unorganized a portion of the population and is powerless to protect the interests of the libraries from the effects of unwise retrenchments.

In consequence, at the very time that the library is performing a greater and more needed service than ever before, the resources of the library are reduced to such an extent as to render their efficient functioning difficult, if not impossible. To readers of the *Publishers' Weekly* this situation is too well known to require detailed comment. Book budgets have been cut down and in some cases discontinued. In

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some cities branch libraries have been closed; in others, open for only a limited period each day. Any expansion of library service is at a standstill.

This situation, sufficiently critical in itself, carries with it future implications of even greater seriousness. We are facing a period during which governmental economy will have a tendency to express itself by crippling social institutions of great value, and the public library, because its function in part is to provide free service, offers an easy mark for the thoughtless advocate of public economy. No person concerned with the welfare of books can afford to overlook the dangers of this situation. The libraries reaching a far scattered group of readers, form the nucleus around which the general popular success of a large number of books develops. If the libraries continue to be unable to buy new books, not only will the market for all classes of books suffer severely, but certain types of books, primarily of reference value or of a purely scholarly character will be found to be unpublishable because of the narrowed limits of the market.

The publishers and booksellers, therefore, have a selfish interest in the welfare of libraries. So, too, have writers of books, and especially of those of a scholarly character. In a similar case are the manufacturers of all kinds of library supplies, companies engaged in any of the processes of book manufacture, binders, printers, and the like, and even the manufacturers of raw materials of which books are made, such as paper mills, ink manufacturers, cloth mills, etc.

But apart from the selfish interest which so many must have in this problem, there is a larger question which concerns every intelligent member of the community at large. It would be difficult to overestimate the social importance of the library. As an educational institution, it is second in value only to the public school system. It is a major and often an exclusive course of information for a large portion of the business and professional people of any community; it is undoubtedly the most efficient single agency for the promotion of Any lessening of the adult education. efficiency of the public library system will in time have a detrimental effect upon the

well-being of the country as a whole. What can be done to protect libraries and to conserve their efficiency during this crisis? Obviously only an awakened public opinion can defend the libraries against

further encroachments.

There has been no existing agency which could undertake just this task. The American Library Association and allied state associations, the National Association of Book Publishers, the Authors' League, and American Booksellers' the Association, keenly aware of the issues involved, might seem by the public to have a selfish stake in the welfare of libraries, and probably could not make a concerted attack on public opinion. For this reason the Association for Progress Through Libraries has organized an Emergency Library Council. whose membership is composed of disinterested citizens.

Acting in collaboration with the American Library Association, the National Association of Book Publishers, the Association of American Colleges, the American Association for Adult Education, and the other professional and cultural groups, the Emergency Council is engaged in a campaign to focus the public attention on the To this end a group of pubsituation. lishers is enlisting the aid of writers in all parts of the country in presenting the case for the library in newspapers, magazines and all other channels of publicity. Civic groups, clergymen, educators and publicists generally are simultaneously being called upon to assist in this awakening of popular interest and support of public libraries.

In communities where libraries are already in difficulties or are threatened by excessive retrenchments the Emergency Library Council is prepared to act as a source of information and material for local use. The Emergency Library Council will aid librarians and trustees to form local emergency library councils, composed of influential members of the communities and it offers them a practical plan under which such councils can operate. Details of this program may be obtained from Curtis L. Harrington, executive secretary of the Association for Progress Through Libraries, at its New York headquarters, suite 1040, 500 Fifth Avenue.

In and Out of the Corner Office

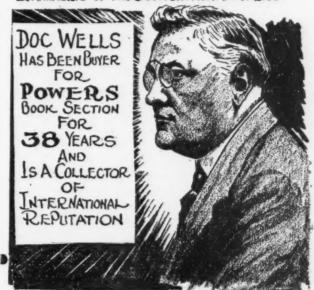
WE DISCOVERED in our conversation with Clemence Dane at the Doubleday lunchcon, this week, that she puts children's books as one of her chief interests and reads them with zest. She has quite persuaded us that we must read more of them than "The Bastable Children," with which we are fairly familiar, particularly "Five Children and It" which contains "Phoenix and the Carper" and "The Story of the Amulet." Gerald Bullitt's "Remember Mrs. Munch" is new to us, but we easily join with Miss Dane in her enthusiasm for Arthur Ransome's books which Lippincott publishes. Miss Dane's graceful and vivid response to Harry Hansen's introduction made the guests happy that she is to be in our country another six months. This is the second of the monthly luncheons, which Doubleday has been giving to New York booksellers and critics. 3 3 3

On Wednesday evening the P. E. N. Club at its American center tendered a dinner in honor of the Pulitzer Prize winners and had as other guests the holders of Guggenheim Fellowships in the field of literature. Among those present were Pearl Buck, Henry Pringle, Helen Hull, Leonie Adams, Genevieve Taggard, Carleton Beals.

Two R. G. Montgomerys have had books published this year. One, Richard G. Montgomery, assistant manager of the J. K. Gill Co., in Portland, Oregon, is the author of "Pechuck: Lorne Knight's Adventures in the Arctic" which was published by Dodd, Mead in February. The other, also a westerner, signs his name simply R. G. Montgomery and is the author of "Troopers Three," a juvenile published by Doubleday this fall. He lives in Denison, Colorado, and was recently made a judge there.

Porter Lee, formerly manager of the Doubleday Doran Book Shop at I Wall St., New York, became office manager for Blue Ribbon Books on December 5. Fred Wood is taking Mr. Lee's place in the Doubleday shop. Another change finds Harold Strauss, who has for the past three

THE DEAN OF
MINNEAPOLIS BOOKSELLERS
IsManager Of The Book Section At Powers



The Minneapolis "Tribune" prints this good likeness of a well-known bookseller

years been editor and publicity man for Alfred H. King, Inc., leaving that firm to go to Covici, Friede, where he will be head of the manufacturing department.

John Hessian, treasurer of Doubleday, Doran, has recently returned from Europe.

Charles E. Bonnell, aged 86, and 50 years a bookseller, has sent to the P. W. office an open tool chest which he has made himself and gaily painted for household use. We're buying this one from him ourselves at \$4.00 and we wish some who remember Mr. Bonnell in his days with A. D. F. Randolph or Bonnell, Silver & Co., would order through us a few more of these tool chests to encourage this grand old bookseller turned carpenter.

Charles Scribner, Jr., has been elected a trustee of Skidmore College, Saratoga. New York.



The American BOOK TRADE JOURNAL

Founded by F. Leypoldt

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ALICE P. HACKETT SANFORD COBB
ALBERT R. CRONE . . . Publications Manager
LOUIS C. GREENE . . . Advertising Manager

December 10, 1932

HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

Brentano's Makes Headway

As THE YEAR 1932 draws to a close Publishers' Weekly receives word, in reply to an inquiry, from the trustees of Brentano's that the budget and selling program of that organization are now on a basis on which this great business can carry through the depression. The Brentano business, as all the trade knows, expanded rapidly into new quarters and to new branches just before the general trade depression of 1929, and has therefore faced perhaps the most difficult situation of any bookstore in the country. The publisher creditors, organized with three trustees, including one banker and manager representing their interests, have been in charge for two years. Their report as of December 1st, in reply to an inquiry from the Publishers' Weekly, is as follows:

"Replying to your inquiry, Brentano's experience in the last eleven months is not different from that of other retailers, and especially not different from that of other bookstores. Brentano's, Inc., have, however, succeeded in carrying on through this trying period without having had to borrow the new money arranged for with the banks late last summer. Furthermore, most satisfactory results have been obtained in

reducing certain operating expenses and although the period under consideration shows no profit, nevertheless it shows less of a loss than in the preceding comparable period with a resulting improvement in the quick assets of the corporation.

"The management of the company has not confined its efforts solely to the reduc-Through the employtion of expenses. ment of new merchandise methods, through the obtaining of the hearty cooperation of all concerned, they have effected an esprit de corps, a will to succeed in the organization which is showing most promising results. The management is now busily engaged in preparing a workable budget and plan which it is felt will safely carry the business through this present depression. This budget and plan will shortly be presented by the trustees, who feel that its adoption will insure ample stability for the

See Ourselves As Morley Sees Us

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THE BOOKTRADE always expects from Christopher Morley very keen observations on its affairs and has had many occasions as in the case of "Parnassus on Wheels," "The Haunted Bookshop," "Ex Libris Carissimis," to be aware of how much influence he can have on bookselling. In his new volume, "Human Being," the booktrade will find itself on the "inside" of New York publishing, and many will find in this story of Richard Roe experiences out of Mr. Morley's very intimate knowledge of authorship, publishing and bookselling.

The publishing house with which Richard Roe was connected was that of the Erskine Brothers, and Sam Erskine, one of the four brothers who had "a mysterious sixth sense so valuable in the publishing business," is vividly described. A chapter that will strike booksellers as a slice out of their own lives is the story about the booksellers' convention held in New York. "It was what the trade remembers as the Depression Convention; instead of the traditional four days of sightseeing, hullabaloo, and exhaustion, the program had been cut down to two days of serious argument and only one social event, the Banquet.... The overcrowded book business-though far less badly hurt than many others-was having

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a little painful sense hammered into it. What had been a wide and shallow stream, loitering gaily in the sun, found itself pouring darkly through the granite canyon of Economic Law. . . . Consequently, the business meetings had been even a little more acrimonious than usual, each party engaged in the good old human search to find some way of making the other one admit the guilt for their joint errors. . . . Then came the Banquet, and both sides breathed a sigh of relief. . . . The booktrade is compensated for the exceptional homeliness of most authors by the high spirits of its females. . . . Hubbard enjoyed the evening it was not so violently carnival as conventions in the flush decade. Sam Erskine remarked that in the prosperous times the sales department's appropriations for heyday at the convention had been a thousand dollars. 'This year,' he said, 'it's a hundred.' . . . The Erskine suite at the hotel was a social headquarters. While Sam Erskine was out playing golf, his room was occupied by a Bible salesman leading a chorus of Middle Western booksellers in sea chanteys. Old Joe Erskine, the boss, was shrewd enough to stay away so as not to embarrass the boys. Daisy Erskine had less sense. Once when she returned from belaboring the College Bookstore meeting on the Potential Sales of Poetry she found a valuable reprint salesman swooned in her room. She complained to Sam, who retorted that their account with Godwin & Dawes was more valuable to them than her feelings. . . . There was plenty of fun at the dinner: the customary japes about the gold watch always presented to the retiring president; the jocose interruptions of the president by those whose humor works best when someone else is talking. There was a charming gallantry in seeing all these people dressed up, anxieties set aside for the while."

Then there is the description of Hack Brothers' book department: "Over the archway that led into the department a high-minded architect had painted, in gothic letters, the legend, 'Books are Friends that Never Age.' This, after the next-ensuing Mark-Down Sale was found so obviously untrue that Mr. Hack replaced it by the sturdy and prosaic statement, in electric bulbs, 'Entrance to Book Department.'"

Booksellers and publishers alike will find their foibles and fancies reflected in the mirror of Mr. Morley's very human "Human Being."

Congress Begins Work

By the Narrowest of margins, the Republicans retain the power to organize the United States Senate, which leaves Senator Hebert as chairman of the Committee on Patents, where Copyright Bills will be handled if any are pushed forward in this short and confused session. In the House, Representative Sirovich of New York City is still chairman, and, although one bill of his was killed last year, another is on the calendar.

In the new Congress, after March 4th, the Democrats will organize the Senate, with Senator Smith of South Carolina as senior Democrat and Senator Dill of Washington, who led the fight against international copyright in 1931, as next in line.

Committees in charge of Price Cutting legislation may be expected to be under pressure to push legislation.

For the Booksellers' Christmas

THE BEST BOOK that has yet been written on the business of bookselling is "Bookshops: How to Run Them" by Ruth Brown Park which was based on her own experience in the Doubleday shops and was written with the counsel and encouragement of Cedric Crowell, one of the best American booksellers and general manager of the Doubleday shops. The Publishers' Weekly believes that every young bookseller and older ones, for that matter, should have this book at hand and has therefore made an arrangement with Doubleday to take over the balance of the edition and provide special distribution for this book in channels where it will be most appreciated. We are therefore offering to send for \$3.00, this \$2.00 book together with the fifty-two issues of the Publishers' Weekly to any staff member of a store which already has a subscription to the Publishers' Weekly.

It is suggested with confidence that there could not be a more appropriate gift from the manager of a bookstore to the ambitious ones on his staff.

P. W. Form-Sheet

Neck and Neck

- FLOWERING WILDERNESS. By John Galsworthy. Scribner, \$2.50.
- THE NARROW CORNER. By W. Somerset Maugham. Doubleday, Doran, \$2.50.
- Sons. By Pearl S. Buck. John Day, \$2.50.
- THE FOUNTAIN. By Charles Morgan. Knopf, \$2.50.
- INVITATION TO THE WALTZ. By Rosamond Lehmann. Holt, \$2.
- THE MARCH OF DEMOCRACY. By James Truslow Adams. Scribner, \$3.50.
- VAN Loon's GEOGRAPHY. Simon & Schuster, \$3.75.
- OUR TIMES, 1909-1914. By Mark Sullivan. Scribner, \$3.75.
- More Merry-Go-Round. Liveright, \$3.
- A NEW DEAL. By Stuart Chase. Macmillan, \$2.

- Baker & Taylor's best selling novel during the period from Oct. 17 to Nov. 14.
- The best seller last week at four St. Louis stores, and one of the three best sellers in New York, Washington and Chicago.
- Leads at six San Francisco stores, with "The Good Earth" second.
- Neck and neck with "Flowering Wilderness" on Books of the Month's November Best Seller List, now in preparation.
- Second on Baker & Taylor's latest list.
- Leading last week at six Boston stores, and still in the lead on the best seller lists of the stores in all sections of the country sending their reports to us.
- Close on the heels of "The March," and the leader among the New York, Atlanta, and St. Louis stores reporting to the *Times* last week.
- The non-fiction leader in Washington and Chicago last week.
- Now in its fourth month as a non-fiction best seller.
- The non-fiction best seller in November at eight of the stores which have so far sent us their reports.

Betting Favorites

- Peter Ashley. By Du Bose Heyward. Farrar & Rinehart, \$2.50.
- Forgive Us Our Trespasses. By Lloyd Douglas. Houghton Mifflin, \$2.50.
- HUMAN BEING. By Christopher Morley. Doubleday, Doran, \$2.50.
- THE EGYPTIAN CROSS MYSTERY. By Ellery Queen. Stokes, \$2.
- FAMILY HISTORY. By V. Sackville-West. Doubleday, Doran, \$2.50.
- MEN AGAINST DEATH. By Paul De Kruif. Harcourt, Brace, \$3.50.
- THE PRINCESS MARRIES THE PAGE. By Edna St. Vincent Millay. Harper, \$2.
- TITANS OF LITERATURE. By Burton Rascoe. Putnam, \$3.75.
- FORTY YEARS FOR LABRADOR. By Sir Wilfred Grenfell. Houghton Mifflin, \$4.
- THE FLYING CARPET. By Richard Halliburton. Bobbs-Merrill, \$3.75.

Third in fiction on Baker & Taylor's best seller list.

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- Six stores have so far reported it to us as their November fiction best seller.
- Had an advance sale of 15,575 copies.
- The mystery story now most in demand at the stores.
- One of Baker & Taylor's best selling novels.
- First in non-fiction last week at six San Francisco stores and second at four St. Louis
- Heads non-fiction on Baker & Taylor's latest best seller list.
- One of the three best sellers last week in five New York stores.
- One of the three best sellers in non-fiction at six Boston stores last week.
- Fourth in non-fiction on the Baker & Taylor list.

P. W. Form-Sheet

At the Post

- Tristan and Isolde. By John Erskine. Bobbs-Merrill, \$2.50.
- EMILY DICKINSON FACE TO FACE. By Martha Dickinson Bianchi. Houghton Mifflin, \$3.50.
- GERMAN SUMMER. By Cornelia Stratton Parker. Liveright, \$3.50.
- Troilus and Cressida. By Geoffrey Chaucer. Random House, \$3.50.
- PLAYS AND POEMS OF W. S. GILBERT. Random House, \$3.50.

- "Delightful, witty, mellow, wise." Will it be another "Helen of Troy?"
- Unpublished letters of the Amherst recluse, with notes and reminiscences by her niece.
- The author of "Ports and Happy Places" and "English Summer" does Germany this time.
- New modern verse rendering with engravings by Eric Gill. A Literary Guild selection.
- Includes the complete text of the 14 Gilbert and Sullivan operas.

Dark Horses

- THE BRIGHT LAND. By Janet Ayer Fairbank. Houghton Mifflin, \$2.50.
- ORIENT EXPRESS. By Graham Greene. Doubleday, \$2.50.
- WILD DECEMBER. By Clemence Dane. Doubleday, \$2.
- THE DANGEROUS CORNER. By Ruth Holland and J. B. Priestley. Doubleday, \$2.
- THE BRIDGE. By Naomi Royde-Smith. Doubleday, \$2.50.

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- IN TIME FOR MURDER. By R. A. J. Walling. Morrow, \$2.
- TROPICAL WINTER. By Joseph Hergesheimer. Knopf, \$2.50.
- ONE MORE SPRING. By Robert Nathan. Knopf, \$2.
- A MIRROR OF FOOLS. By Alfred Neumann. Knopf.
- THE BOAT OF LONGING. By O. E. Rolvaag. Harper.
- Texts and Pretexts. By Aldous Huxley. Harper.
- THE MYSTERY OF THE FRIGHTENED LADY. By Edgar Wallace. Double-
- RED WARNING. By Virgil Markham. Farrar & Rinehart, \$2.
- SYLVIA'S IN TOWN. By Marion Strobel. Farrar & Rinehart, \$2.

- Dec. 16. —The publishers are trying a new plan of publishing an important novel just before Christmas, with a big campaign.
- Jan. 3.—By the author of "The Man Within."
- Jan. 3.—A new play about the Brontes by the author of "Broome Stages."
- Jan. 3.—The novelized version of Mr. Priestley's successful play.
- Jan. 3.—Geraldine Gordon of the Hathaway House Bookshop is very enthusiastic over this British best seller.
- Jan. 4.—You know your Walling fans.
- Jan. 15.—The Satevepost serialized this under the title, "Soirées de Palm Beach."
- Jan. 15.—A novel by the author of "The Woodcutter's House" and "The Bishop's Wife."
- Jan. 15.—A novel which has been a great success in Germany—the hilarious adventures of a great man forced to play the fool.
- Jan. 18.—A posthumous book by the author of "Giants in the Earth" and "Peder Victorious."
- Jan. 18.—A unique anthology of poetry, with much text by Mr. Huxley.
- Jan. 18.—Yes, there are still some Wallaces left.
- Jan. 19.—The criminal has a habit of hanging his victims. The first book by this author on the F. & R. list.
- Jan. 19.—"Sylvia was one of those unpredictable girls..."

We Buy "Moon-Calf"

Our Roving Reporter Finds No Occasion in Chicago For Using His Sales Resistance

IF BOOKMEN WERE but half as energetic and as enterprising as haberdashers, one investigator who has a negligible quantity of sales resistance would have toted an entire library of books he didn't want after visiting six Chicago bookstores.

Instead, he completed his tour without making a purchase. He had started out to purchase a copy of Floyd Dell's "Moon-Calf." Failing to obtain it, he had been in a mood to listen to urgings that he accept a reprint of the trade edition, another book by Mr. Dell, or a title written by someone who might interest Dell-enthusiasts

The survey was made at the request of the *Publishers' Weekly*. It followed a similar one in New York, where an investigator tested the resourcefulness of book clerks in a search for T. S. Eliot's "The Wasteland."

Like "The Wasteland," "Moon-Calf" is out of print. It has been for some time. But a popular reprint at 75 cents has been issued by the Macaulay Company. And Mr. Dell has published many other books.

A critical summary of the results of interviews with half a dozen Chicago book clerks is disappointing. Apparently, they are not as energetic or as resourceful as those in New York.

Few knew that the book was out of print. Few knew that it had appeared in a popular copyright. None made a check to ascertain whether it was in print. None even tried to interest the prospective customer in any other book in stock.

The investigator visited the leading shops and the book sections of the city's most important department stores. His approach in all cases was casual. He was not, to appearances, a person who demanded the Dell work: he was a prospective customer for "Moon-Calf," or almost any other book.

Here are the results of his survey:

Store No. I—A courteous clerk, who said: "Why that book has been out of stock

for years. If you want to wait a week we can get it for you." No suggestions as to other titles were made.

Story No. 2—A preoccupied salesman, who checked the stock and reported: "We haven't it but can get it for you."

Store No. 3—An efficient young woman who knew the title was out of print. She had heard somewhere that it was in popular copyrights. She checked Grosset & Dunlap and Modern Library lists, and then looked through the shelves. Although obviously acquainted with Dell's works, she did not attempt to interest the investigator in another title. She offered to write the publishers if the customer cared to wait a week.

The investigator next visited the book sections of leading department stores with the following results:

Store No. 4—While two clerks chatted with friends, the investigator wandered aimlessly about the section. Finally, he approached a young man with a request for the book wanted.

"'Moon-Calf'?" he echoed, "why, I don't believe it's out yet."

On being assured that it had been "out" for many years, the clerk conferred with the department head, and announced the store did not have a copy in stock. He was told then that the book was out of print. He offered to advertise, but warned the prospect that delivery of the book would he delayed several weeks.

Store No. 5—A clerk, evidently newly employed, had never heard of the book. After talking with a more seasoned bookman, she quickly scanned the reprint section and announced that the book wasn't in stock. She offered no suggestions.

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Store No. 6—The investigator found clerks engaged in moving stock for new displays. He waited for some time without attention. Finally approaching the counter featuring new fiction he asked for "Moon-Calf." A well-informed clerk informed him that a copy of the original

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edition "can't be found in Chicago." Another saleswoman volunteered the information that it had appeared in reprint, but was out of stock.

Such was the search for "Moon-Calf." Evidently a copy of the novel cannot be purchased at any of the city's six most important book centers. And, evi-

denly, Chicago bookbuyers usually know what they want and will accept no substitutes, for not one of the six clerks offered any other title. The investigator left empty-handed and disappointed. He had been willing to accept anything offered him, for, after all, the *Publishers' Weekly* had promised to foot the bill.

Customers' Choice

We thought the fortnight following Thanksgiving might give us a line on how profitable the Christmas season was going to be for the bookseller, but our constant query "How's business?" has brought so many varieties of answers that we have given up trying to be a prophet. Every shop seems to have had a few (or more) exceptionally good days, and every shop also mentions a few (or more) bad days. The responses ranged all the way from "terrible, simply terrible!" to "swell, perfectly swell!" They all agreed, though, that there is no accounting for the unusually wide fluctuation from day to day.

The thing that impressed us the most, perhaps, this season, has been the promotional efforts that have been made by both publishers and booksellers in the face of a discouraging season. We are thinking of the remarkable response to Book Week this year, of such displays as Modern Library's "Aged in the Wood" and Bobbs-Merrill's posters for "Flying Carpet," of campaigns such as Little, Brown used with "Big Business" and the Crime Club with its Big Six, and of the general excellence of bookshop windows.

In October we spoke of the direct by mail advertising campaign used by the Channel Bookshop for "Death in the Afternoon." Special promotion work of the same type was used in November—this time for three titles—"The Second Common Reader," "The Great Victorians" and "As We Are" with the result that all three titles led non-fiction sales for the month, with Lawrence of Arabia's "The Odyssey" sharing the honors. These circulars have been most effective in making extra sales.

The Interpreter's House-

Three new books that interpret anew for us people, events, movements, from Elizabethan times to today take us into freshly made rooms with views opening on vistas not observed before. It is our delight, our comfort and our need to get these new interpretations. We recommend adding to your library any (of course, preferably, all!) of the following stimulating books just published.

BENSON, E. F. AS WE ARE. (\$3.00) "Across the chasm, which in 1914 split time in two" Mr. Benson looks back at the charming, spacious days of a society that seemed placed on an immutable foundation. This heightens the contrast with the days on the other side of the chasm, that brought bewildering changes, cataclysms, in fact. An appreciation of manners, mentality, statesmen, and writers, a general stock-taking, all in Mr. Benson's urbane and delightful style.

MASSINGHAM, H. and H. J. THE GREAT VICTORIANS. (\$3.00) They are all there—the ones you know intimately, the ones you've always wanted to know more about. Forty great Victorians by forty great moderns. Maybe you are too modern for some of these Victorians; possibly you are too Victorian for some of the moderns. But we guarantee you will be interested and stimulated

WOOLF, VIRGINIA. THE SECOND COMMON READER. (\$3.00) "The only advice... that one person can give another about reading is to take no advice." In spite of this warning from the author of The Second Common Reader, we advise, nay, urge you to read her book. Here you will find essays on books and people by one of the most brilliant of modern critics as well as one of the most sympathetic. A critic who believes that "facts are an inferior form of faction" and who lays down "independence" as " the most important quality that a reader can possess." There are too many good things in this book to be missed!

Use the Order Blank Below and Send in your Order Now.

Please send me the books checked.

Send C. O. DCharge my account	***********
AS WE ARE, by E. F. Benson	\$3.00
THE GREAT VICTORIANS, by 40 authors	\$3.00
THE SECOND COMMON READER, by Virginia Woolf	\$3.00
Name	**********
Address	******

The Channel Bookshop's effective mailorder circular

Book Week received newspaper publicity the country over, with bookstores getting a favorable share of editorial attention. Portland, Oregon, fairly outdid itself in observance of the Week. J. K.

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FOR ONE DAY CHILT - DECEMBER 7th \$100.00 WORTH FOR THE PRICE OF A BOOK

THE REAL WAF YOUR

your copy of THE REAL HEW YORK NOW

TAKE IT TO ART OR ALL OF THE POLLOWING PLACES ON WEIGHTSDAY

DECEMBER 7th

AND BUT SCHUTTLIN FOR NOTHING

The earliest way to find a wife or husband. See Y. Adler, matrimonial broker. Commission waived for all clients carrying a copy of THE REAL NEW YORK. See page 180

THE USE ALL STATES AND ADDRESS OF THE STATE AND ADDRESS OF THE STATES AND ADDRESS OF THE STATES

ne waiters at Scheffel Hall will serve beer to book buyers of THE REAL HEW YORK, at be sure to bring along your copy. See page 207 FRICE-IN-UP
FORTY'S Pharmacy will serve one of their famous pick-me-upe to jittery folk who still
manage to hang on to their copies of THE REAL NET YORK. See page 105

manage to being on to thear opposite the state of the sta

see Louis Rube and don't lorget your once 100 GH CAT MASSED

Speaking of pets, your oat Ermintrude can give her tongue a rest; Doctor Zepp will clean har up swell. Separate tube for dogs with a copy of THE HEAL REW YORK. See page 269

Spearing vs. provided the parate tube for dogs with a copy of the spear of spearing vs. provided in your copy of the State of the above ablution personally, tailor D. Brodlie will put a new crease in your cost or suit - but show him your copy of THE State HEF TORK. See page 328 in your cost or suit - but show him your copy of THE REAL HE YOHE. See page 328 CHENT MATICURE

Other people's canaries don't have dich pan hands. Why should yours? Bring your bird to Tirginin Pope's and get him (or her) a free manicure - but only if you have your copy of THE REAL HEW YORK.

See page 338

LAIR THE

Carl Thompson deals in rare aquarium fish. Visit him and get one free if you have a
copy of THE REAL HEW YORK.

See page 79

ILONG FOR SHALLSUNG SHOW

NOT THE REAL HEW YORK under your arm is your admittance to the
Irving Place Burlesque Show. Hot Chai

EAST
EAST
Don't lose your copy of THE REAL HEW YORK on your way to Reilly's Oym, for he'll stand
you a massage if you still have it with you.

See page 331

FOR OWE DAY ONLY - DECEMBER 7th

\$100.00 WORTH FOR THE PRICE OF A BOOK

Bobbs-Merrill is using this clever promotion scheme in New York

Gill & Co., featured displays of western authors and held open house daily for grade school children, giving a book prize each day to the library of the school hav-

ing the best attendance record. Meier & Frank's bookstore held a book fair which included an exhibit of over 700 volumes of Oregoniana loaned by the state library, and gave educational entertainments during each day of the Week.

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Contests to stimulate interest in books for children were a part of many Book Week programs. At the Otto Ulbrich Co., in Buffalo, for instance, a prize of \$5 in gold and an autographed copy of the book with an original sketch of the author was offered to the child who wrote the best story between 200 and 300 hundred words in length, to accompany the pictures in "What Whiskers Did" by Ruth Carroll (Macmillan). The M. E. Blatt Co. in Atlantic City sponsored a book review contest for children in the eighth grade and high school, offering \$10 in books as prizes for the best review in each of three divisions: Eighth Grade, Senior High School-Non-fiction, and Senior High School-Fiction. The contestants were given a choice of three or four books in each group for review.

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To take full advantage of Christmas business George W. Jacobs & Co., in Philadelphia, has opened a Christmas branch in a beautiful but forsaken bank building, operating in conjunction with four other well - known down - town Philadelphia stores. It is located in the heart of the shopping district of Germantown, one of the city's most thriving suburbs. This same store has also arranged a very effective display of fine bindings as a part of an exhibit of fine craftsmanship which is being held in the halls of the Art Alliance on East Rittenhouse Square in Philadel-The exhibit was made possible, phia. Howard Jacobs reports, through the cooperation of Whitman Bennett with some of his unique bindings.

A bid for business in lower-priced books has been made by Marshall, Field & Co. in Chicago, which has issued a huge fourpage circular listing, with photographic il-



This is the way Brentano's displayed Mae West's "Diamond Lil" (Macaulay)

lustrations, the high-lights of the Star Dollar and Blue Ribbon Books as well as other inexpensive editions, both juvenile and adult. This was sent out to a large mailing list, carrying an order blank and an invitation to visit the store where personal shopping service was offered.

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Our reporting of customers' choice in New England last week carried one regrettable error. "Down East" a book of verse by Wilbert Snow, professor of English at Wesleyan, which is having a successful sale in Hartford and elsewhere, is published by Gotham House and not by Harcourt as we erroneously stated.

JE 35

Jane Terrill, Longmans, Green's publicity manager has told us an amusing story. Her house recently accepted for spring publication a travel book by Hassoldt Davis about Bali and Tahiti. It was titled "Jauh Tada," but the publishers, anxious to avoid such a tongue-twister,

found it advisable to locate the author to get his permission to make a change, and, incidentally, to inform him that he had a publisher. After much cabling it was found that Mr. Davis, a Bostonian when he is at home, was on a steamship somewhere between Marseilles and Tahiti. What boat? Many more cables and diligent search of marine intelligence sheets located the right one. It was the S. S. Recherche!

36 36

Harold Nicolson and V. Sackville-West are to talk in Northampton on the 16th and 17th of January. Harold Nicolson's newest book "Public Faces," not yet out in America—sells well at the Hampshire Bookshop in the English edition. Archibald McLeish spoke at the shop recently. The girls sat about on tables temporarily cleared of books, rising at the close of the talk to buy 25 copies of "Conquistador" and 10 of each of his other books—all the stock on hand.



Another effective stunt of Bobbs-Merrill's was to distribute the megaphones pictured above to students at the University of Pennsylvania, where "The Student Fraternity Murder" is supposed to have taken place, just in time for the big game with Cornell

The House of Wiley Observes Its 125th Anniversary

THE HOUSE OF JOHN WILEY & SONS is observing the hundred and twenty-fifth anniversary of its founding, a period through which there has been an unbroken succession in the Wiley leadership of the house. The occasion was doubly celebrated: by a dinner on Friday evening at which William Ogden Wiley, was host to many friends of the firm, and by the publication of a volume called "Annals of American Bookselling" from 1638-1850, written for this occasion by Henry Walcott Boynton. This book is not merely a house history but a scholarly and delightful survey of the background of American publishing from widow Glover down through the founding of the first great publishing This covers the evolution of book publishing out of the hands of the printers, through the period when booksellers were publishers until real modern

publishing was established.

The house of Wiley was founded as a bookstore on Reade Street in 1807 by Charles Wiley. The father of the founder, John Wiley, was a distinguished New York merchant. Charles was twenty-five when he entered the book business, and his bookstore became famous in the city, a gathering place for the men who were making New York the center for authorship, like the Old Corner Bookstore of Boston a generation later. It was while Mr. Wiley was traveling in Western New York in 1820 that he made the acquaintance of James Fenimore Cooper, who had already published "Precaution" anonymously. Mr. Cooper took an interest in Mr. Wiley and brought to him the manuscript of "The Spy." This Mr. Wiley published with great success in 1820 with the imprint of Wiley & Halsted, 3 Wall Street. Cooper's "Pioneers," "Pilot," and "Lionel Lincoln" subsequently bore the name of Charles Wiley alone. "The Spy" was sold out in three months in the small edition that was then possible, and within four months editions of 3,000 and 5,000 copies were needed. This established the



John Wiley

bookstore as the center for literary New York, and a room in the back called "The Literary Den" was the gathering place for Cooper, William Cullen Bryant, Fitz-Greene Halleck, J. K. Paulding Verplanck and others.

Working as an apprentice in the store at that time was the founder's son John Wiley, who had been born in 1808, and, when his father died in 1828, he was ready to carry on the business. The son made important connections with the great Philadelphia publishers of Carey & Lea and also with Thomas Wardle of Philadelphia, the leading importer of English and foreign books for the American market. Four years later George Long, another bookseller's son, was taken into the business, but this partnership was soon dissolved, and when Cooper's famous "Letter to His Countrymen" was issued in 1834 it was with the imprint of Wiley alone.

In 1838 a new partnership was formed with George Palmer Putnam, a Maine boy, born in 1814, who had learned book

selling under the well-known Jonathan Leavitt. The new partner had plenty of energy and was chosen secretary of an organization which was endeavoring to establish an international copyright law, a subject which interested both Mr. Wiley and Mr. Putnam throughout their lives. The firm established a London offce, and Mr. Putnam was sent to London as representative. It was while there that he made his contact with Irving, whom he endeavored to put on the Wiley & Putnam list, although the transaction was not completed until the partners had separated in 1848. The firm also in 1840 undertook the widely popular "Library of American Books," which included Hawthorne's "Mosses from an Old Manse" and a collection of Poe's Tales.

In 1865 Charles Wiley, son of John Wiley, was admitted to the firm and in 1875 his brother, William H. Wiley. The

name of the firm became John Wiley & Sons as it remains today.

One of the most important events of that period was the publishing of the books of John Ruskin, who despised all connections with America but who obtained a large audience here under the Wiley imprint.

The firm became more and more closely connected with the field of science and engineering, and during the decades after the Civil War reached the present high place in international publishing as producers of important books in every field of scientific research, business, and applied science with over twelve titles on the present catalog of books in print.

William Ogden Wiley, present head of the firm, is the son of Charles Wiley and great grandson of the first Charles Wiley who founded the business a century and a quarter ago.



From Lanier's "A Century of Banking in New York." Courtesy of Doubleday, Doran & Co.

Broadway and Wall Street about 1820. The second building on the right was Charles Wiley's bookstore



The Gift is Mine
The Choice is Thine
—and the Explanation is Inside!

The front cover of the Book Token as issued in England

English Book Tokens

THE ASSOCIATED BOOKSELLERS of Great Britain and Ireland have developed a scheme of book tokens which is being tried for the first time this year to the accompaniment of a great deal of spirited discussion concerning the merits of the idea.

Briefly, all members of the association are supplied with stamps of five values, covering the most generally accepted prices for books, which are to be sold to the public. These stamps are pasted in an attractive little bocklet, the cover of which is shown above, containing a gift card and a book plate, and are to be used as gifts. The recipient may redeem them in books at their face value in any bookstore which is a member of the Association.

The Publisher & Bookseller, which is the official journal of the Associated Booksellers, as well as the Publishers' Association, is heartily in favor of the token idea as a means towards selling more books, while the Publishers' Circular and Booksellers' Record, another trade journal which calls itself the "impartial and independent organ of the British Book Trade" is inclined to condemn the tokens on the basis that they will be redeemable only in

member bookstores and will therefore cause a great deal of confusion when the attempt is made to redeem them in a non-member store. It is inclined also to view the idea as a "grand scheme to try and 'persuade' all booksellers into joining the Association."

Book tokens have been used in this country to a certain degree, mainly in the form of certificates which are redeemable only at the store where they are issued, or, in the case of a chain of stores, at any shop of the chain.

Affecting Printing Wages

THE WAGE SITUATION in New York printing shops which has so much importance to book production is still waiting for arbitration, the local union Number 6 and the International Union with headquarters in Indianapolis differing on the program. Affecting the situation is the decision, through arbitration, on the wages of newspaper printers which were cut by 10% on December 1st, with no action on the union's demand for a six-hour day. The newspaper scale was \$65 a week for the day shift, and this will now be \$58.50, with \$3 more for the night shift and \$6 more for the lobster shift. The proposed reduction in the book and job field is 8½3%, and the unions object strongly.

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"Science of Life" Reprints

THREE SECTIONS of "The Science of Life" by H. G. Wells, Julian Huxley and G. P. Wells have been reprinted in separate volumes by Doubleday, Doran to sell at \$1 each. They treat three important phases of biology and include "Reproduction, Genetics and the Development of Sex," "Evolution, Fact and Theory," and "The Human Mind and the Behavior of Man."

New Chap Books

THE CHAP-BOOK has come to life to give the book-stalls literary daintiness at low prices. The Borzoi Chap-books have four titles at fifty cents each and the new Equinox Press adds a Thomas Mann "Christmas Poem" illustrated by Lynd Ward and "A Visit from St. Nicholas" each at a quarter.

Women's Book Association Holds Annual Meeting

THE ANNUAL MEETING of the Women's National Book Association was held on November 24, 1932, at the Hotel Pennsylvania. Following reports of the officers for the past year, and an announcement of plans for the coming year, the annual election was held. The following officers were reelected for 1933: Alice E. Klutas, President; Maude E. Taylor, First Vice-President; Mary Graham Bonner, Second Vice-President; H. J. Pfanstiehl, Treasurer. Toinette M. Johnson was elected Recording Secretary; Ruth A. Stafford, Corresponding Secretary; and the following were elected as members of the Board of Managers for the three year term expiring December, 1935-Alice M. Dempsev, Elizabeth Gilman and Mrs. Rose Kurzman.

Following the business meeting, cards and other games were enjoyed by the members present.

Mrs. Margaret L. Hicks, former secretary of the Association, was killed in an automobile accident on October 30.

Cover Design Prize Awarded

The prize of \$250 which was offered by Scribner's for a design for the cover of the forthcoming George Washington Memorial Edition of Gould's "History of Masonry" has been awarded to Olivia Dehn of New York City. The judges were Charles Dana Gibson, Harrison Fisher, N. C. Wyeth and Howard Chandler Christy. Miss Dehn has studied under Robert Haas, the distinguished Viennese typographer, and Dr. Rudolph Koch at Klingspor.

Bookmaking Classes Scheduled

The classes in typography and book-making, recently announced by the American Book Bindery, Inc. to be held in its composing room, 4th floor, at 75 Varick St. are now tentatively scheduled as follows: Elementary Class—Friday evening 7-9; Machine Composition — Saturday afternoon, 1:30 to 3:30; Advanced Class—Saturday afternoon, 1:30 to 3:30. Registration will be open until Dec. 16. There is no fee.

Philadelphia Booksellers Meet

THE LAST MEETING this year of The Philadelphia Booksellers Association was held on November 18th at the Poor Richard Club. It was announced that there were to be three speakers: Louise Platt Hauck, author of "The Wifehood of Jessica"; Peter Ash, author of "Untarnished" and Louise Landon, author of "The Green Light," but it turned out that the trinity was one person. This was the first meeting at which women booksellers were admitted, following the proposal two months ago to admit them to full membership. The Penn Publishing Company distributed the novels of Miss Hauck as souvenirs to those attending.

The Bookman's Christmas Number

Dressed in a tidy red wrapper and carrying a label of gold, the Christmas, 1932 Number of The Bookman should delight the heart of every booklover. Besides the contents of a regular issue this special number lavishly presents a Christmas Portfolio of Literary Portraits, 14 full page portraits of leading authors, as well as thirty-two color pages of suggestions of books as the right gifts for the right people, young and old, all plentifully illustrated. The Bookman is to be congratulated on having produced so gracious and charming an issue. Booksellers will find it helpful in suggestions and attractive as merchandise.

Travelers' Brotherhood Meets

THE 48TH ANNUAL business meeting of the Brotherhood of Commercial Travelers was held on November 20th at the Canadian Club and the following officers elected:

Walter T. Leon—President
John Winters—Vice-President
John Hovendon—Secretary & Treas.

The annual banquet will be held at the "Canadian Club" in the Hotel Waldorf-Astoria on Thursday evening, December 29th.

Correction

"Booms and Depressions" by Irving Fisher, incorrectly listed in the Fall Announcement Number, is an Adelphi publication; price, \$2.50.

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Book Sales Show Decrease

NET SALES OF BOOKS and stationery showed a decrease of 17.9% for September, 1932, over the same month in 1931, according to the Monthly Review of credit and business conditions of the second Federal Reserve District. This compares with a decrease of only 4.3% in Drugs and Toilet articles and a decrease as large as 47.8% in musical instruments and radios. The percentage change of stock on hand over the two periods showed a decrease of 26% for 1932 over 1931.

Price of "Little America"

G. P. Putnam's Sons announces that contrary to an impression that is apparently widely current in the trade, the price of "Little America" remains at \$5 and no other edition is contemplated.

Communication A CORRECTION

December 6, 1932.

Editor, Publishers' Weekly:

In your issue of November 26th, you refer to me as "E. R. Crowe who formerly published Judge." The facts are: for the past ten years I have been president and owner of E. R. Crowe & Company, Inc., of New York and Chicago. This Company contracted with magazine publishers to promote and sell their advertising space, and to bill and collect therefor. Judge was one of more than twenty magazines served in this way.

In some of the magazines served, I was financially interested. Of one I was sole owner, of another one-half owner, etc. etc. At no time did I have any financial interest

in Judge.

Yours very truly

E. R. CROWE.

Business Notes

BERKELEY, CAL.—Frank A. Erickson has opened a new store called the University Book Store at 2210 Telegraph Ave. handling trade books and textbooks. Publishers are requested to send their catalogs.

DECATUR, ILL.—Carl K. Wilson of Seattle, Wash, has secured a book depart-

ment concession in the Block and Kuhl store.

McCook, Nebr.—Mrs. W. L. Garrison opened on November 18th The Book Shop at the Keystone Hotel. The shop has a circulating library and popular current books for sale.

Montreal, Canada.—A. T. Chapman of Chapman's Bookstore has opened a lending library, with a full line of latest fiction and some recent non-fiction, at 1330 Sherbrooke Street W., under the name of Chapman's Library.

NEW YORK CITY.—An error was made in our Nov. 26th issue in stating that the Hooper Bookshop opened a branch store at 717 Madison Ave. Nathaniel L. Hooper informs us that he has merely moved his shop from 21 East 54th Street to 717 Madison Ave.

NEW YORK CITY.—Biblo and Tannen, booksellers of 229 E. 14th Street, have opened a branch store at 103 E. 9th St., specializing in out of print books.

NEW YORK CITY.—The firm of Greenberg: Publisher is moving on December 15th to new and greatly enlarged quarters in the Dodd, Mead building at 449 Fourth Ave.

NEW YORK CITY.—Mae Farber, formerly connected with the Union Square Book Shop which has recently gone into bankruptcy, has started in business for herself at 160 East 56 Street. She will specialize in autographs, Americana, broadsides and rare books.

PASADENA, CAL.—On November 1st, Edna Mae Swift and Helen Havill opened the "Around-the-Corner" Bookshop at Fletcher Ave. and Huntington Drive.

PHILADELPHIA, PA.—Rittenhouse Book Shop, 1740 Ludlow Street, has been taken over by Books, Inc. of this city.

POUGHKEEPSIE, N. Y.—A new circulating library called The Book Shelf was recently opened at 9 Cannon St. by Miss Florian Greenleaf.

Notice to Control Card Users

"THE PENTAMERONE" by G. B. Basile (Dutton) which was scheduled for publication on November 15 will not be published until the middle of January, 1932.

The Weekly Record

Describes and Indexes the New Books of All Publishers in a Convenient Reference and Buying List for Bookstores and Libraries

Abrahams, Robert D.

The pot-bellied gods. 64p. D (Contemporary poets no. 107) '32 Phil., Dorrance

Adams, Lieutenant Harry

Beyond the barrier with Byrd; an authentic story of the Byrd Antarctic exploring expedition. 253p. il. O [c. '32] Chic., M. A. Dono-

The author was chief officer and navigator of the expedition.

Andersen, Hans Christian

Fairy tales il. by Arthur Rackham. 287p. il. (pt. col.) O [n. d.] Phil., McKay \$5, bxd.

Anderson, Victor Vance, M.D., and Kennedy, Willie Maude

Psychiatry in education. 448p. (bibl. foot-

A study of the progress of psychiatric work in educational institutions, including many typical case histories and a description of the author's experience in organizing psychiatric work in his own school, Anderson School at Staatsburg-on-Hudson, New York.

Arnold, Sir Edwin

The light of Asia, or, The great renunciation (Mahâbhmeshkramana), being the life and teaching of Gautama, Prince of India and founder of Buddhism; il. by Willy Pogany. 198p. O [c. '32] Phil., McKay \$3.50, bxd.

Bailey, Carolyn Sherwin, ed.

Schoolroom plans and projects. 28op. il. D [c.'32] Springfield, Mass., M. Bradley \$1.75

Pioneer youth in Palestine. 192p. (7p. bibl.) D.c. N. Y., Bloch Pub. Co. \$1.50 An account of the Palestine Pioneer Movement by one who has lived and worked in Palestine for ten

Barnes, Carman Dee

Mother, be careful! 224p D [c. '32] N. Y.,

The story of Daisy, good-looking mother in gay Hollywood.

Baronian, Hagop H.

Gentlemen beggars; a comedy in five acts; tr. from the Armenian and dramatized by Eroant D. Megerditchian. 118p. D [c. '29, '30] Bost., Bruce Humphries bds., \$1.50 Formerly published in a limited edition by the Van Press, Boston.

Bartlett, Frederick Charles

Remembering; a study in experimental and social psychology. 327p. (bibl. footnotes) diagrs. O (Cambridge psychological lib.) N. Y., Macmillan \$5

A study of how and why people remember, by a professor of experimental psychology in the University of Cambridge.

Baum, Edna Lucile Dictionary of dance terms. 37p. S c. '32 [Chic.] Author, 421 S. Wabash Ave. bds., \$1.50 A dictionary of technical terms relating to the dance, for the dancing teacher and student.

Bernay, Henri

L'armure du Magyar; ed. by D. Gurney and G. C. Scott. S (Oxford rapid reading French texts) '32 N. Y., Oxford 35 c.

Les chasseurs de papillons; ed. by G. C. Scott and A. J. Storey. S (Oxford rapid reading French texts) '32 N. Y., Oxford 35 c.

Bevan, Edwyn Robert

Christianity. 240p. (bibl. footnotes) S (Home univ. lib. of modern knowledge, no. 146) [c. '32] N. Y., Holt

Bianchi, Mrs. Martha Gilbert Dickinson Emily Dickinson face to face; unpublished letters with notes and reminiscences by her niece. 312p. (bibl. footnotes) il. D c. Bost., Houghton An intimate portrait of the family life of the cele-brated American poet, together with over one hun-dred and fifty of her letters never before published.

Bonhoure, Valentine

Un drame sous la Régence; ed. by C. S. Musgrave. S (Oxford rapid reading French texts) '32 N. Y., Oxford 35 c.

THIS LIST aims to be a complete and accurate record of American book publication. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place, not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from the title-page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case the word "apply" is used. When not specified the binding is "cloth."

Imprint date or copyright date is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

* indicates a translation from a foreign language, a key used at the request of the International Institute of Intellectual Cooperation of the League of Nations.

Book of Common Worship, for use in the several communions of the Church of Christ, including the Psalter and prayers for use in colleges, the family, and for personal devotion. 351p. Sc. N. Y., Dutton \$1.50
Intended as a liturgy to express the faith and life of today. Edited by Bishop Wilbur P. Thirkield, Chairman of the Commission of Worship of the Federal Council of Churches and Rev. Oliver Huckel, Pastor of the Congregational Church, Greenwich, Church, Charles, Church, Charles, Church, Charles, Church, Charles, Church, Charles, Church, Church, Charles, Church, Church, Charles, Church, Ch

Booth, Charles Gordon

Those seven alibis. 290p. D c. N. Y., Morrow Who murdered Sébastien Durand in his San Fran-

cisco antique shop?

Boutinon, Ludovic La mission de Slim Kerrigan; ed. by D. Gurney and G. C. Scott. S (Oxford rapid reading French texts) '32 N. Y., Oxford 35 c.

Bratcher, Samuel Robert, and Bratcher, Mrs. Effie R., comps.

Priceless gems from Holy Writ; all Bible material for all worship and study. 275p. S [c. '32] [Nashville, Frances Benz, 1209 Shelton Ave.] 60 c.; lea. cl., \$1

Bible selections arranged under various headings for different occasions—the ritual, responses, prayers, Thanksgiving, the story of Jesus, etc.

Bridgman, Ray

Star of the renaissance; a vision [verse]. 32p. Q '32 Madison, N. J., Golden Hind Press

Buranelli, Prosper, and others, eds.

The cross word puzzle book; twenty-sixth ser. 122p. D c. N. Y., Simon & Schuster

Cambiaire, C. P.

The black horse of the Apocalypse. 486p. il. O '32 N. Y., G. E. Stechert bds., \$4

Caplan, Irving

My little manager; a daily success guide [rev. ed.]. various p. obl. Tt N. Y., Amer. Educational Inst., and diary [c. '31, '32] 280 B'way flex. cl., \$1

Chapman, Herman Haupt, and Demeritt. Dwight Burgess

Elements of forest mensuration. Elements of forest mensuration. 452p. (2p. bibl.) il., diagrs. O c. Albany, N. Y., J. B. Lyon Co.

Chardenal, C. A.

The new Chardenal; by W. H. Grosjean. 546p. il. D [c. '32] Bost., Allyn & Bacon \$1.80

Clemens, Cyril

Josh Billings, Yankee humorist; introd. by Rupert Hughes. 161p. (bibl.) il. D '32 Webster Groves, Mo., Internat'l Mark Twain Soc.

Clipper ships; introd. by Felix Riesenberg. 24p. il. (col.) Q (Currier & Ives prints no. 3) '32 N. Y., Studio Pub'ns bds., \$2

Cochran, Thomas C.

New York in the Confederation; an economic study. 229p. (18p. bibl.) front. (map) O c. Phil., Univ. of Pa. Press \$2.50 An economic history of the revolutionary movement in New York State as it affected relations with the central Congress and the other States at the time of the American Revolution.

De Casseres, Benjamin

Spinoza, liberator of God and man. 145p. D '32 N. Y., E. Wickham Sweetland, Inc., 250 Park Ave.

Dekobra, Maurice

Ma princesse chérie; ed. by R. W. Hartland. S (Oxford rapid reading French texts) '32 N. Y., Oxford

Dennis, C. J.

The sentimental bloke; lim. ed. 109p. S'32 N. Y., Press of the Woolly Whale bds., priv. pr.

De Ponte, Louis

Our familiar intercourse with God in prayer. 306p. D '32 N. Y., Benziger \$2.25

Dierks, Theo.

Christianity vs. freemasonry. 166p. D '32 St. Louis, Concordia Pub. House

American law reports annotated; v. 79; ed. by George H. Parmele and others. 1635p. '32 San Francisco, Bancroft-Whitney Co. buck., \$7.50

Andrade, Manuel J. Quileute texts. 221p. O (Columbia Univ. contribs. to anthropology, v. 12) ['32] N. Y., Columbia Univ.

Arneson, Theodore John

The new optometry; a new technique for the diagnosis and treatment of muscular imbalances. 190p. il. O [c. '32] Minn., Author, 920 Nicollet Ave. lea. cl., \$5.75

Attwood, Stephen S. Electric and magnetic fields. 314p. O '32 N. Y., Wiley \$3.50

Berard, S. J., and Waters, E. O.
The elements of machine design; 2nd ed. 41op. il.
O '32 N. Y., Van Nostrand \$3.25

Blacklock, D. B., M.D., and Southwell, T.
A guide to human parasitology. 28op. il. (pt. col.)
O '32 Balt., Wm. Wood \$4

Boas, Ernst Philip, and Goldschmidt, Ernst F.
The heart rate. 171p. (11p. bibl.) il., diagrs. O '32
Springfield, Ill., Chas. C. Thomas \$3.50

Boyd, William A text-book of pathology. 946p. (bibl.) il. O Phil., Lea & Febiger Braymer, Daniel H., and Roe, A. C. Rewinding small motors; new 2nd ed. 263p. il. 0 22 N. Y., McGraw-Hill \$2.50

Brenner, Anita

The influence of technique on the decorative style in the domestic pottery of Culhuacan. 94p. (bibl.) il. O (Columbia Univ. contribs. to anthropology, v. 13) ['32] N. Y., Columbia Univ. Press \$2, bxd.

Brooks, Harlow
Functional disturbances of the heart. 288p. O
(Everyday practice ser.) [c. '32] Phil., Lippincott flex. lea. cl., \$5

Burrows, Harold
Some factors in the localization of disease in the body. il. '32 Balt., Wm. Wood

Choice of methods in mining and metallurgy; a record of experience in making engineering decisions. 178p. D (A. I. M. E. ser.) '32 N. Y., McGraw Hill

\$2.50

Churchill, Herman Richard
Human odontography and histology; a text-book
for undergraduates and graduates in dentistry and
dental hygiene. 298p. (bibl.) il., diagrs. O '32 Phil.
Lea & Febiger

\$4.50

Costigan, George P., jr.
Cases on contracts; 1932 ed. 1148p. (bibl.) O (Univ. caseb'k ser.) '32 Chic., Commerce Clearing House \$6.50

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Dodge, Richard Elwood, and Lackey, Earl Emmet

Dodge-Lackey advanced geography; 2nd ed. 452p. (5p. bibl.) il., maps O [c.'27-'32] Chic., \$1.68 Rand, McNally

Dodge-Lackey elementary geography; 2nd ed. 338p. (3p. bibl.) il., maps O [c. '27-'32] (hic., Rand, McNally \$1.48

The world and its people [geography]. 179p. (bibl.) il., maps O [c. '32] Chic., Rand, Mc-

Dougherty, Raymond Philip

The Sealand of ancient Arabia. 215p. (bibl. footnotes) O (Yale oriental ser.: Researches

v. 19) c. New Haven, Conn., Yale \$3
An interpretation of the ancient history of a country in the southwestern part of Asia, known as Sealand.

Downes, E. Hall

Contract bridge self-teacher, approach-forcing commonly called Culbertson system; 3rd ed., rev. for new scoring. 48p. Q [c. 32] Pittsburgh, Contract Bridge Self-Teacher Pub. Co., 318 Oliver Ave.]

Drummond, Henry The greatest thing in the world. 47p. S [c.'32] Los Angeles, U. S. Lib. Ass'n

bds., 25 c. An essay on the love of mankind as the principle of the good life.

Durell, Fletcher, and Arnold, Elmer Ellsworth New solid geometry, with review and diagnostic texts [new ed.]. 230p. diagrs. D [c.'17-'32] N. Y., C. E. Merrill \$1.24

Eckel, John C. A revised and augmented bibliography of the first editions of Charles Dickens; 2nd ed.; lim, ed. 278p. il. (pt. col.) O '32 N. Y., Maurice Inman

lea., \$15; signed ed., 3/4 lea., \$25

Economic tendencies in the United States: aspects of pre-war and post-war changes. 639p. diagrs. '32 N. Y., Nat'l Bur. of Economic Research

Elwell, Fayette Herbert

Bookkeeping for today; corporation and voucher accounting. 768p. O [c.'32] Bost.,

Emancipator (The); published by Elihu Embree, Jonesborough, Tennessee, 1820 [complete reprint]. 123p. (bibl.) il. O '32 Nashville, B. H. Murphy, 401½ Church St. \$4.50

Erskine, John

Tristan and Isolde, restoring Palamede. 347p. D [c.'32] Ind., Bobbs-Merrill \$2.50 A novel about Tristan and Isolde, in the manner of "The Private Life of Helen of Troy."

Everett, Elizabeth Lowell

Impossible things, and other essays. 46p. D'32 Phil., Dorrance \$1

Firkins, Oscar W.

The bride of quietness, and other plays. 242p. D '32 Minneapolis, Univ. of Minn.

Flaubert, Gustave

The temptation of St. Anthony; il. by Harry Cimino. 217p. il. (col.) Q '32 N. Y., Harper

Fodor, Laszlo

Jewel robbery; a comedy in three acts; adapted by Bertram Bloch [from the Hungarian]. 83p. diagrs. D (French's standard lib. ed.) D '31, '32 N. Y., S. French pap., 75 c.

Foreman, Clarence J.
Rent liens and public welfare; an economic and legal adjustment of industry. 213p. D'32 N. Y., Macmillan

Fraprie, Frank Roy, ed.

The American annual of photography 1933; 47. 294p. il., diagrs. O c. Bost., Amer. Photographic Pub. Co. \$2.25; pap., \$1.50

Gates, Henry Leyford

Easy lady. 244p. D [c. '32] N. Y., Macau-Lita Connover wanted to taste life to the full before she settled down to home, husband and babies.

Gee, Wilson Parkam

Research barriers in the South. 201p. (bibl. footnotes) O [c.'32] N. Y., Century \$2.25
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Old and Rare Books

Frederick M. Hopkins=

A. J. HOPPE discusses in the Publisher and Bookseller the subject of book wrappers from every angle so far as it concerns the collector. The American Book Collector reviews this article and says: "One question that Mr. Hoppe does not settle is the terminology. Three words are used, 'wrapper,' 'jacket,' and 'cover.' These words are sometimes qualified by 'book,' sometimes by 'dust.' Analyzing these three terms probably 'cover' seems wrong as the binding is often called 'cover.' The word 'dust' because of the wrapper's protective qualities also seems to be an anomaly for after all the wrapper does not protect the book from dust, for those parts of the book which most need protection from dust are the edges. The word 'wrapper' has been applied by long use to the covering of paper bound books so that it seems as if the word 'jacket' is the most apt expression, which should be encouraged, because it clashes with no other term."

A COLLECTION OF 600 different editions of the "Rubaiyat of Omar Khayyam" was recently purchased by the Argosy Bookstores, Inc., 45 Fourth Avenue. One of these volumes was bound in human skin, and another is the smallest book known. The entire collection is valued at \$5,000.

THE FIRST VOLUME of the Centenary Edition of "The Letters of Sir Walter Scott" opens with four love poems to Jessie, an early sweetheart of Scott's, who has never before figured even in the background of Scott's life. Basil Blackwell of Oxford now announces a volume called "New Love-Poems" by Sir Walter Scott. It contains the letters and the series of songs and poems inspired by the mysterious Jessie. The book sells for five shillings.

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THE OXFORD UNIVERSITY PRESS has reissued, in convenient format, eighteen articles which have appeared from time to time in the Literary Supplement of The London Times commemorating the centenaries of various Waverley Novels, from 1914 on-Among the novels included are wards. "Quentin Durward," "Guy Mannering," "The Bethrothed," "The Talisman," "Ivanhoe," and "The Bride of Lammermoor." These essays bring out much biographical and bibliographical information of interest and value to the Scott collector. In fact, the Scott centenary, from the beginning, has done much to give new information and greatly revive interest in the great Scotch novelist. Many new Scott collectors will date their beginning with the current year.

Forgeries are appearing purporting to be death warrants of Salem witches. One filled in with the name of Sarah Goode has been offered to the Essex Institute of Salem, which found it to be an obvious forgery both as to paper, spelling and general appearance. The Institute has had several recent offers of death warrants of Salem witches, one from the South and several from the Middle West.

WHEN IN LONDON recently, A. Edward Newton, in an interview, had something to sav about books as a stable investment. He said: "Books remain the best investment. Let me give you an example. brought the Carysford copy of the First Folio Shakespeare I paid £12,000 for it. To do that I had to sell Canadian Pacific stock. Today these shares are, comparatively speaking, worthless. But a copy of the First Folio, inferior to mine, has just been sold for £3,000 more than I paid." In reply to a query as to conditions in the rare book trade in America he said: "You must not suppose, however, that book collecting has stopped in America. The smaller collector is going right ahead."

A BIBLIOGRAPHY of the published works of Edna St. Vincent Millay, prepared by Karl Yost, 1016 Greenwood Ave., Wilmette, Ill., is nearing completion, with publication scheduled for sometime in December. Mr. Yost requests collectors to furnish him with recondite details, for which they will receive credit.

THE DEMAND FOR Merle Johnson's "American First Editions" issued last month in an edition of a thousand copies has already put the book out of print and all available copies are now in the hands of the booksellers.

Auction Calendar

Tuesday afternoon, December 13, at 2:30. Books, engravings, autographs, Americana, modern first editions, etc. (No. 1471; Items 258.) Stan. V. Henkels, Jr., 1110 Sansom St., Philadelphia, Pa.

Tuesday evening, December 13, at 8:15. The library of Mrs. Ira H. Davenport of New York City and Bath, N. Y., together with the sporting collection of Sir Robert Jones, of Liverpool, England, and Harry Arthur James. (Items 186.) Ritter-Hopson Galleries, Inc., 45 West 57th St., New York City.

Thursday evening, December 15, at 8:15. The Lewis Carroll collection and other choice selections from the library of Thomas Erwin of New York City. (Items 192.) Ritter-Hopson Galleries, Inc., 45 West 57th St., New York City.

Catalogs Received

American books. (Items 451.) Stanley O. Bezanson, I Court St., Boston, Mass.

Americana. (No. 13.) Van Norman Book Co., 1415 Howett St., Peoria, Ill.

Americana, first editions and general literature. (No. 29; Items 512.) Wright Howes, 1144 South Michigan Ave., Chicago, Ill.

Americana, rare and unusual, books, pamphlets, broadsides, etc. (No. 217; Items 394.) Goodspeed's Book Shop, 7 Ashburton Place, Boston, Mass.

Americana with some titles of early African and Asia travel. (No. 54; Items 236.) William Todd, Mount Carmel, Conn.

Autographs, documents, manuscripts. (No. 126; Items 596.) Schulte's Book Store, Inc., 80 Fourth Ave., New York City.

Autograph letters, association books and historical documents. (No. 1005; Items 177.) James Tregaskis & Son, 66 Great Russell St., London, W. C. 1, England.

Books arranged chronologically under date of publication from 1532 to the year 1930. (No. 6; Items 504.) Duttons, Inc., 681 Fifth Ave., New York City.

Books relating to salt water. (Items 531.) Alfred W. Paine, 336 Lexington Ave., New York City.

Catholic books of all publishers. P. J. Kenedy & Sons, 12 Barclay St., New York City.

Engravings, early woodcuts, fine etchings, old maps, old English sporting prints, rare books, Japanese prints. (No. 1.) Roy Vernon Sowers, 351 East Green St., Pasadena, Cal.

First editions and desirable books. (No. 66; Items 197.) Alfred F. Goldsmith, 42 Lexington Ave., New York City.

First editions and rare books. (No. 3; Items 152.) Crompton T. Johnson, 27 Lewis St., Hartford, Conn.

First editions, association copies, autograph letters of esteemed modern authors, the Kelmscott, Doves and other modern private presses. (No. 179; Items 771.) The Frank Hollings Bookshop, 7 Great Turnstile, Holborn, London, W. C. 1, England.

First editions, books of interest in English and American literature, books printed at the Merrymount Press, etc. (No. 37; Items 656.) Edgar H. Wells & Co., Inc., 602 Madison Ave., New York City.

First editions, fine press books, seventeenth, eighteenth and nineteenth century literature, drama, poetry, travel, costume, history, etc., interesting books on printing, illustration, etc. (No. 9; Items 686.) Chaucer Head Book Shop, Inc., 32 West 47th St., New York City.

First editions. (No. 93; Items 181.) The Scribner Book Store, 597 Fifth Avenue, New York City.

Illustrated books produced in the 17th, 18th, 19th and 20th centuries. (No. 785; Items 1016.) Joseph Baer & Co., Hochstrasse 6, Frankfurt a. M., Germany.

Kunstgeschichte. (No. 112; Items 161.) Paul Graupe, Bellevuestrasse 7, Berlin, W. 9, Germany.

Limited editions, fine sets, etc. (No. 127; Items 428.) Schulte's Book Store, Inc., 80 Fourth Ave., New York City.

Miscellaneous rarities and standard volumes. William McDevitt, 2079 Sutter St., San Francisco, Cal.

More American books. (Items 451.) Stanley O. Bezanson, I Court St., Boston, Mass.

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Prints of all kinds. Goodspeed's Book Shop, 7 Ashburton Place, Boston, Mass.

Rare and choice books, fine bindings, first editions, colored plates and manuscripts. (No. 87; Items 256.) Dawson's Book Shop, 627 South Grand Ave., Los Angeles, Cal.

Sporting books, chiefly early American. (Items 28.)
The Newman Book Shop, Box 191, Westminster, Maryland.

Town and county histories and general Americana. Edward H. Terry, 9713 Santa Monica Blvd., Beverly Hills, Cal.

United States geological annual reports, mineral industry, professional papers, bulletins, monographs, etc. (No. 341; Items 123.) Shepard Book Co., 408 South State St., Salt Lake City, Utah.

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OLD AND RARE BOOKS by Frederick M. Hopkins

Forthcoming Issues

of from time to time, we have been planning to bring into the discussion the system which Ralph Henry has used for many years at Carson, Pirie, Scott in Chicago. This system differs somewhat from the system used in most bookstores. In next week's Publishers' Weekly we are going to carry a description of this system.

This will be followed by a rather frivolous diversion—a guessing game. Josiah Titzell, who has contributed to these pages, articles both serious and frivolous, has compiled the questions. We've tried them on ourselves in the office and none was perfect—no, not one.

shall have the special rare book section, we shall have the second part of B. D. Cutler's "The Great Victorians Come to America." This second part discusses the publication in America of the works of Trollope and Wilkie Collins.

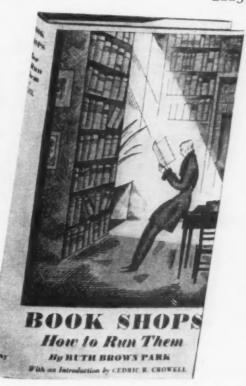
The subscription publishers have drawn up with the librarians a code of practice. We have arranged with the National Association of Book Publishers for the publication of this code in the Weekly next week.

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